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The Bush Revolution: tighter rules

'A new balance' after 8 easy years

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Toni Harrington was only half listening to Samuel K. Skinner, the new secretary of transportation, at a March 17 meeting.

"He was talking about things like airline terrorism and the Exxon Valdez oil spill," recalled Harrington, a lobbyist for American Honda Motor Co. "And then, it was just like he was thinking, 'Oh, God, I'd better say something about autos.' Skinner started talking about stricter fuel economy."

The snippet made Harrington sit up and take notice.

"The handwriting was on the wall," she said. "The Reagan administration was almost ready to do away with CAFE — and this administration, so early on, was hinting it was ready to return CAFE to its statutory limit."

Bush

Two months later, Skinner announced that the 1990 corporate average fuel economy would be 27.5 mpg, the statutory figure.

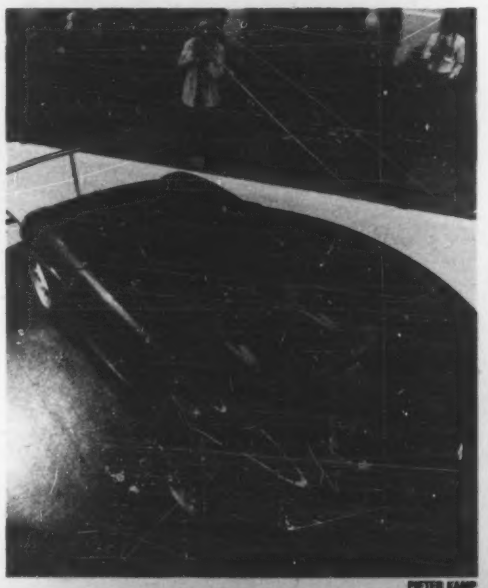
By that point, Harrington knew "we would get hit with a slew of new regulations."

After eight years of little new regulation under the Reagan administration, President Bush is moving society — and the automobile industry — to what several members of the administration have called "a new balance."

see BUSH, page 52

Rude Awakening, Part III

The latest installment of Maryann Keller's book "Rude Awakening" appears on Pages 30 and 31.



PIETER KAMP

Honda's redesigned Accord, bottom, was unveiled at the Frankfurt show, though reviews were mixed on the conservative styling; Porsche, meanwhile, celebrated Dr. Ferry Porsche's birthday by showing the Panamericana.

FRANKFURT

Germans display flashy prestige cars to counter Japan's brand of pizzazz

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — German carmakers, facing a Japanese threat at the prestige end of the market, showed some unaccustomed flash at the Frankfurt auto show.

BMW's sleek 850i and Opel's much-praised Calibra are coupes bearing minimal resemblance to sedan siblings — a departure from past two-door practice in Europe.

Audi's breezy cabriolet study is likely to go into production. Meanwhile, two other German makers offered adventurous glimpses into a more distant future in the form of Porsche's Panamericana and VW's IRVW 4 Futura concept studies.

But the Japanese made their presence felt. Honda unveiled the fourth-generation Accord; Toyota and Nissan displayed new concept cars and Nissan's new Infiniti luxury division was helicoptering journalists from the show for offsite test drives.

Though it did little to capture the imagination, the redesigned Accord is generally ranked as the most significant introduction here. Visually little-changed, the new model, with which Honda hopes to thrust into the upper-middle market, is 1.18 inches higher at 54.8 and its wheelbase is 4.7 inches longer at 107.2. Honda says the

see FRANKFURT, page 50

Methanol debate gains momentum

Big 3 explain goal of new-gas study

By Jack Keebler
AUTOMOTIVE NEWS STAFF REPORTER

Oil refiners and automakers last week denied a report published Sept. 11 in Automotive News that said they are working to supplant methanol with reformulated gasoline to meet the targets of the Bush Clean Air Bill, but a controversy remains.

Methanol interests, EPA officials and some oil and auto employees remain convinced the objective is to eliminate the mandate for methanol or another alternative fuel by means of a joint multimillion-dollar program to improve gasoline.

The automakers say they have teamed with the oil companies on the reformulated gasoline study as part of an effort to fully examine all alternative fuels. Sources told Automotive News that heads of the Big 3 and major oil companies are working together to kill the methanol initiative.

"The Automotive News conclusion is dead wrong," said Harold A. Poling, Ford Motor Co. vice chairman.

The auto companies say their choice of research partners stems from a long-term relationship with companies involved in the "transportation-fuels" business.

"People in the methanol business know about methanol, but they are not people who know about transportation," said Helen O. Petrauskas, environmental and safety engineering vice president at Ford. Petrauskas said Ford wants a scientific study of all alternative fuels.

"Saying that car companies are trying to prove (the benefits of) reformulated gasoline really anticipates the findings," she said.

"We're proceeding fairly aggressively on our methanol program," said Petrauskas, who believes the methanol engineering issues will be solved.

"The toughest issues are the marketing issues. What incentive is there to buy this car?"

Chrysler Motors said it, too, is examining all alternative-fuels possibilities.

"We support the administration's alternate-fuels program," said Robert G. Liberatore, executive director of public policy and legislative affairs at Chrysler. "But we also suggested reformulated gasoline should be on the list.

"Rather than some tiny percentage of the fleet, we get a big bang in a short time," he said. "There are 170 million cars and trucks out there already. Cleaning up those vehicles is what we can do most quickly.

"As far as talking to the methanol people rather than the petroleum people on research, they're usually one and the same," Liberatore said.

see METHANOL, page 54

Dealers divided on selling cars with new fuels

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

The prospect of selling alternative-fuel vehicles appeals more to new-car dealers in Los Angeles than to dealers in other heavily ozone-polluted U.S. urban areas.

California import and domestic car dealers knew more about alternative fuel legislation and were more certain that they could sell those vehicles, even at higher prices, an Automotive News random telephone survey disclosed.

Los Angeles dealers will be among the first to face the possibility of selling "clean-fuel vehicles" in 1995, since L.A. was tagged the most polluted metro region in the country in President Bush's clean-air proposal.

Anything that's new is difficult to sell, said dealers in four of the most polluted metropolitan regions. Bush's clean air bill, presented July 21, calls for alternative-fuel vehicles to be sold first in the country's most polluted metro regions.

The nine cities tagged dirtiest for

see FUEL, page 54

Foresters warn 4-wheelers: tread lightly

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

DENVER — Four-wheel-drive access to public lands could be severely curtailed — and sales of sport-utility vehicles could suffer — if drivers don't confine themselves to approved roads and trails.

As the popularity of 4wd pickups and sport-utilities has climbed in recent years, so has the damage they inflict on public lands. And though relatively few of the nation's one million 4x4s sold annually venture from paved routes, untold miles of "unwanted" roads are being created each year in the name of adventure.

The U.S. Forest Service believes auto manufacturers share some responsibility. Through a recently expanded program, the agency has been pushing the industry and its advertising agencies to promote enlightened off-highway driving.

"It's time the industry showed some responsibility and commitment. If they don't, then we're all going to go under, and we will continue to clamp down on off-highway vehicles," said Cliff Blake, national education coordinator for the program, called "Tread Lightly," headquartered in Ogden, Utah.

see 4x4, page 54

AUTOMOTIVE NEWS/JIM HENRY

"Tread Lightly" advises the sticker on this Ranger Rover as it slogs through Colorado during an expedition along the Continental Divide.

Intro '90 — Automakers show their hands:

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Inventor of 'blinking' wiper to have his day in court

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

For Robert W. Kearns, mechanical engineering has been a lifelong passion. He holds 35 patents in disciplines from guided missile navigational systems to automotive electronics.

Yet, the 62-year-old basement inventor with a doctorate in engineering says he has never made a dime from any of them.

Kearns

That may change in November when Kearns goes to the U.S. District Court for Eastern Michigan against Ford Motor Co., which he says stole one of his most successful commercial inventions — intermittent windshield wipers.

Kearns, who now resides in Gaithersburg, Md., began suits in 1978 against virtually every foreign and domestic automaker, charging infringing on his windshield wiper patents.

He has refused settlements from many of them and is seeking $50 for every vehicle produced with intermittent wipers going back to 1972. A favorable judgment could net him billions.

"There have been attempts to settle but the offers have been totally inadequate," said his attorney, Bill Durkee of Houston.

Until several months ago, the lawsuits were consolidated into one, but U.S. District Judge Avern Cohn ruled that was too unwieldly. He picked Ford Motor Co. as the bellwether to begin disposal.

For Kearns, that was a logical choice. In 1963, he showed Ford a year-old Galaxie on which he had installed electronic-based intermittent wipers.

Ford told him it was working on its own version of pneumatic-based intermittent wipers. A year later, says Kearns, Ford again asked to see his invention.

Kearns says he got the idea for a "windshield wiper that blinks" after losing the sight in one eye.

"You begin focusing on your eyes when you've been blinded," he said. "Your eyelids blink. I developed controls that make windshield wipers blink."

Kearns says the automakers seized upon an incident involving him to delay trial of the lawsuits.

In 1983, Kearns asked for a summary judgment and produced some highly confidential documents obtained from lawyers representing Porsche, Mercedes-Benz and another German automotive company. Some of them discussed the validity of Kearns' patents.

But his son, Dennis, received them illegally from a paralegal he dated for eight months who worked for the defense counsel's law firm.

A federal judge ruled against Kearns, fined him $10,000 and awarded attorney fees to the defendants for his actions.

As a result, many of the records are suppressed by the court. Durkee said he and his client also are under a gag order not to discuss certain aspects of the case.

The last of the seven patents Kearns held on intermittent wipers expired in 1988. Still, Durkee says his client is entitled to royalties for the years of alleged infringement.

Six of the patents are involved in the Ford litigation. "Ford may have patents on intermittent wipers, but they don't cover what is being used commercially," said Durkee.

Ford declined to comment in advance of the trial.

Kearns said there has been an emotional toll on him and his family. At one point, he had a nervous breakdown. And Durkee is not the first attorney to handle the suit.

With a divorce pending, Kearns spends much of his time in Houston working on the lawsuit.

"I was 35 years old when it started," he said. "I had stars in my eyes. I wanted to be the owner of a small plant . . . employ people and contribute to the economy."

He still wants to be a supplier to the automakers. "I devoted my life to this," he said.

Kearns also has hopes of changing patent law to better protect inventors.

"If I settled with the automakers, there would be no advance in the law," he said.

He wants courts to have the power to extend patents if holders are involved in lengthy litigation but have pursued patent-infringements diligently.

"A patent is presumed valid when an inventor gets it," he said. "Then the inventor has to go to court, and the process takes a lot of years without a decision on whether it is valid.

"One arm of the government gives you a piece of paper but before the judicial system decides if it is valid, it expires and the government takes it away."

Critics also ask why it took him so long to file the lawsuits. Said Durkee: "It's hard on an individual going up against a big company. He was trying to get a supply contract. He went around for years showing his designs, and litigation is expensive. It just took a while."

Mexico's Beetle boom spurs huge output hike

By Stephen Downer
STAFF CORRESPONDENT

MEXICO CITY — Demand in Mexico for the newly discounted VW Beetle has surged to the point that Volkswagen de Mexico is planning a fivefold increase in production next year.

Last month, VW slashed the price of the car 20 percent in response to a government tax-cut plan.

The company had expected more demand for the Bug — which now sells for $5,500 — but nothing like the demand it has seen so far.

"There has been an incredible rush," said President Martin Josephi in an interview. "Our dealers have told me that they have never had a situation like this."

VW built 21,000 Beetles last year at its plant in Puebla, the world's only remaining production site of the no-frills vehicle. Through the first half of this year, it built 13,341. The company plans to turn out 100,000 next year.

When VW announced the Beetle's new price in early August, it had less than a three-week stock. It ran newspaper ads apologizing for its inability to satisfy demand.

But starting today, VW will add a second shift for the Beetle, and it will add a third shift early next year, Josephi said.

The firm will invest $20 million in the "rejuvenated Beetle" project. "We need to retool some of our suppliers and make some adaptations to the plant," said Josephi.

That's a big investment, he added, "when you consider that the Beetle has been produced in Mexico since 1964."

As a result of the increased output, the VW plant will work at full capacity for next year for the first time in a decade, Josephi said.

The Puebla plant also produces the Golf, Jetta and the Type 2 van and minibus.

The plant is expected to turn out 220,000 vehicles in 1990, compared with 60,000 last year and 38,579 through the first half of 1989.

VW began exporting the Golf to the United States and Canada in January and had shipped about 12,000 by early September.

Mexico's Beetle is little changed from this 1972 model.

Jetta exports to the same markets started in June. More than 4,000 have been shipped.

Total exports of the two models are expected to reach 30,000 this year and 70,000 next year, divided almost equally between Golfs and Jettas, Josephi said.

Volkswagen of America had built the cars until last year, when it closed its plant in Westmoreland, Pa.

Josephi said one reason VW can sell the Beetle at a reduced price is the government's decision to waive sale taxes and import duties on parts for certain vehicles.

The move was aimed at stimulating the economy and promoting demand for cars that will displace heavily polluting older vehicles.

VW's move has not been matched by any of its domestic competitors — Ford, Nissan, Chrysler and General Motors.

"Of course we are interested in gaining as large a market share as possible, and I am quite confident that, without mentioning a figure, by the end of next year we will have improved our market share by several points," Josephi said.

According to VW statistics, the company led the market in August with a 30.8 percent share.

Asked how he expects Nissan, the previous market leader, to react, Josephi said: "I don't see that they have many possibilities of recovering lost ground. Their plant in Cuernavaca has no spare capacity. They are talking of building a new plant in Aguascalientes, but that will take them at least two years."

Meissner quits high Hyundai job

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

GARDEN GROVE, Calif. — The top sales executive at Hyundai Motor America resigned last week to become a partner in a Denver dealer group.

Art Meissner, group vice president of sales, distribution and import, is the second senior Hyundai official to resign in two months. Executive Vice President Max Jamiesson left the company in July to become a Hyundai dealer.

A Hyundai spokeswoman said Meissner's resignation was not related to Hyundai's 21 percent sales decline for the first eight months of this year.

Meissner submitted his resignation the week Jamiesson quit, but Hyundai officials convinced Meissner to stay. They promoted him to group vice president from vice president and national manager of sales.

Meissner will join megadealer Mel Nelson in Denver. The group includes a Hyundai store.

Meissner's duties will be assumed by Jack Collins, vice president of marketing, while Hyundai searches for a replacement.

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Honda introduces 5-cylinder Accord for home market

TOKYO — While Honda unveiled the new Accord at the Frankfurt auto show, the Japanese company released details of the 5-cylinder version, which it says will be limited to the Japanese market.

The Accord Inspire and Vigor will offer what Honda calls the world's first front-drive/midship layout for a 5-cylinder engine. The 2-liter single-cam engine, north-south mounted, has a 35-degree slant. The transmission, located behind the engine, drives the front wheels. By contrast, the 4-cylinder Accord has transverse engine mounting.

The 5-cylinder's center of gravity is behind the front axle to provide better balance and to avoid the need to put too much weight on the front end, Honda said.

Honda developed the 5-cylinder specifically for the Japanese market, according to Senior Managing Director Nobuhiko Kawamoto. It is not destined for export, although Honda will consider other possibilities if it is successful in Japan, he said.

Honda's Accord Inspire adopts a front-drive/midship layout for its 5-cylinder engine.

Honda developed the 5-cylinders in order to better target the popular upscale 2-liter compact segment, where Toyota and Nissan have been locked in an intense battle for the past year. Until now, Honda had no specific models for that category.

The new engine, according to Kawamoto, is well-balanced, smooth, light, compact and appropriate to the market segment — all at a lower cost to the company.

News reports in Japan have criticized the new Accord, citing it for a lack of distinctive styling.

While other company presidents were attending the Frankfurt show, Honda President Tadashi Kume stayed home to oversee the new-model presentation in Japan, underscoring Honda's need to strengthen its position in the expanding domestic market.

Financially weaker Jaguar aims at domestics for 1990

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

VERGENNES, Vt. — Jaguar has launched its 1990 marketing strategy, aiming it primarily at domestic luxury cars, which it regards as a greater threat than Lexus and Infiniti.

Meanwhile, the parent company in England reported a slim pre-tax profit for the first six months of 1989, citing lower U.S. sales, adverse exchange rates and an earlier strike.

It is now conceivable that Jaguar could record a loss for the full 12 months before bouncing back to a healthy profit in 1990 as it benefits from a weaker U.S. dollar and stronger sales of the new XJ6.

Commenting on the new U.S. marketing strategy, Michael H. Dale, senior vice president for sales and marketing, Jaguar Cars, said, "The price gap against the domestics has been a major source of our growth. The relationship with Cadillac has been an absolutely key thing."

Jaguar's 1990 plan introduces a stripped version of the XJ6 sedan at $39,700, which represents "a dramatically changed relationship with Cadillac," Dale said. The 1989 XJ6 starts at $44,000.

At the same time, Jaguar is adding a 4-liter six-cylinder engine — up from 3.6 liters — to its entire sedan line-up. Other changes include a new transmission and digital engine management.

Two new nameplates, Sovereign and Vanden Plas Majestic, are added for 1990, expanding the sedan line-up from two to four trim levels.

The XJ6 has no sunroof or hydraulic suspension. The $43,000 Sovreign has a level of trim similar to the 1989 XJ6. The Vanden Plas remains unchanged at $48,000. The Vanden Plas Majestic, with a flashy red color scheme, tops the line at $53,000.

Dale said Jaguar's 1989 sales should approach 20,000, which would require a substantial sales increase for the rest of year. Sales through August were 12,400, down 5 percent from the 1988 period.

Dale predicted sales of 23,000 to 24,000 for 1990 provided the factory can build enough cars.

He said 1990 pricing, together with the strength of Jaguar's image for styling, prestige and exclusivity, will be a sufficient temporary defense against the new Japanese entries.

"They already have a good image of quality and a good image of the price/value relationship. There isn't any reason to believe that given time, such companies won't be able to take on some of the other images. But in the short term, image is very much in favor of the Europeans," Dale said.

The Lexus LS4000 is priced from $35,000 to $39,400. The Infiniti Q45, which will be officially launched in November, is expected to run from $37,500 to $40,000.

Jaguar's 1990 pricing strategy will cut dealer gross margins from about 21 percent to 18 percent on the XJ-S coupe and the Sovreign, and to about 20 percent on the other models.

He said dealers have been forced to discount 1989 models, so dealer grosses should improve in 1990. Dale said dealers actually made about $1,000 more per car in 1986, when the margin was 18 percent, than they did at a 21 percent margin in 1989.

Dale said Jaguar has no plans to adopt rebates for 1990, though a $5,000 rebate to Jaguar owners who bought a new Jaguar helped sell out remaining 1989 models in the past few months.

Jaguar sales in the United States had considerable impact on parent company financial results. First half pre-tax profits at Jaguar PLC slumped to £1.4 million ($2.2 million) compared with £22.5 million for first-half 1988.

Stephen Reitman, motor industry analyst with stockbroker Phillips & Drew, has revised downward a forecast for 1989 profits and now expects Jaguar to return a small pre-tax loss of £5 million ($7.7 million).

Reitman predicts a strong earnings recovery in 1990.

"The half year results are of academic interest only but they highlight Jaguar's vulnerability and make it harder to justify the company's independence," he said.

London investors interpreted the figures as improving the chances of a takeover at Jaguar when the government's protection expires at the end of 1990, and shares rose from £3.97 to £4.17.

Automotive News Staff Correspondent Daniel Ward in London contributed to this report.

Rover profits overcome U.S. drag

LONDON — Despite continuing losses at Sterling Motor Cars in the United States, Rover Group improved its operating profit in the first half of the year to £27 million ($43 million), compared with £10 million for the same period in 1988.

George Simpson, group managing director, said the U.S. market did not help the financial results but Sterling's losses have been reduced and the "fundamentals" of the U.S. business are now right. Simpson expects Sterling sales in the United States to reach 5,000 in 1989 compared with 8,899 in 1988. The sales total was 14,171 in 1987.

Commenting on the improvement in profit, Simpson said, "I think we have been pretty successful. The results have to be judged in the context of Rover not having many new models."

He emphasized that Rover is now at the lowest point in its new-model cycle and product launches in the next six months will boost the company. Last week, Land Rover unveiled the Discovery at the Frankfurt auto show, and in October, Rover will debut its version of the Honda Concerto. The high-volume Metro will be replaced early next year.

Sales dip 12%; cars, trucks off in short period

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

Following one of the strongest sales months of the year, automakers reported that deliveries of U.S.-built car and light-truck for Sept. 1-10 slumped 12.39 percent below last year's period.

Sales declined for both cars and trucks in early September.

The 1989 period had one less selling day. As a result, the average daily selling rate was up 0.12 percent this year.

In early September, 212,334 U.S.-built cars and light trucks were sold, down from last year's 242,368.

GM reported the smallest drop — 3.07 percent — in combined car and light-truck sales. Chrysler Motors' combined sales slipped 13.00 percent, and Ford Motor Co. sold 19.78 percent fewer U.S.-built vehicles in the period.

Nissan's sales of U.S.-assembled cars and trucks plummeted 78.73 percent. Dealer incentives on Sentras and trucks expired Sept. 5.

Deliveries of U.S.-built cars in early September totaled 132,004, a decline of 14.91 percent from last year's 155,131. The daily selling rate fell only 2.75 percent in this year's shorter period.

The daily selling rate for light trucks rose 5.24 percent, although total sales were down. The four light-truck makers sold 80,330 units, down 7.92 percent from last year's 87,237.

Toyota and Mazda were the only carmakers to report gains.

Toyota's sales of U.S.-built cars more than doubled in this year's 10-day period. Toyota was building only Corollas in this country at this time last year — its Camry plant had not begun production.

Mazda sold three more cars this year than last.

On the other hand, Honda's sales of U.S.-built cars dropped 43.98 percent. Model changeover at Honda's Ohio plant cut its supply of cars. Nissan's sales of U.S.-made Sentras fell 81.73 percent.

Each of the Big 3 sold fewer cars in early September, with Ford down 18.26 percent. But Ford reported the leanest supply of U.S.-built cars on Sept. 1.

Chrysler delivered 6.63 percent fewer domestic cars, although Plymouth deliveries climbed 26.92 percent.

GM sold 10.98 percent fewer cars in the period, but its daily selling rate edged up 1.74 percent because of one less selling day in this year's early-September period.

GM was the only one of the four light-truck makers to report an increase. Its sales rose 14.20 percent. Ford reported a 21.93 percent loss, and Chrysler's light-truck sales dropped 19.79 percent. Nissan sold 75.58 percent fewer trucks this year.

DOMESTIC SALES

	Sept. 1-10, 1989	Sept. 1-10, 1988
CARS		
Eagle	993	1,008
Chrysler	2,799	4,963
Dodge	8,092	8,777
Plymouth	7,123	5,609
Chrysler Motors	19,007	20,357
Ford	25,166	31,275
Mercury	8,450	9,372
Lincoln	3,428	4,671
Ford Motor Co.	37,044	45,318
Buick	10,747	12,535
Cadillac	5,776	4,557
Chevrolet	22,845	24,254
Oldsmobile	15,088	16,942
Pontiac	11,988	16,352
General Motors	66,445	74,640
Honda	5,412	9,660
Mazda	509	506
Mitsubishi	980	—
Nissan	701	3,836
Toyota	1,917	814
U.S. Car Total	132,004	155,131
TRUCKS		
Chrysler	71	0
Dodge	7,879	10,077
Jeep	4,831	5,581
Plymouth	2,584	3,487
Chrysler Motors	15,365	19,155
Ford Motor Co.	25,024	32,052
Chevrolet	29,798	27,349
GMC	9,254	6,846
General Motors	39,052	34,195
Nissan	889	3,640
U.S. Truck Total	80,330	87,237
U.S. Car-Truck Total	212,334	242,368

Calif. to require diagnostic gear for new cars

The California Air Resources Board has approved regulations requiring new cars to carry sophisticated diagnostic systems that will alert drivers when their cars have pollution problems.

The systems will be phased in on new cars between 1994 and 1996. They will monitor components under the hood that affect tailpipe emissions and fuel vapor emissions. Drivers will be alerted by a dashboard warning light. The system will also measure the level of chlorofluorocarbon coolant in the air conditioner. Leaking coolant is suspected of causing erosion of the earth's ozone layer.

The board said the computers are expected to cut total hydrocarbon and nitrogen-oxide emissions by 222 tons per day by 2010.

The move was supported by the EPA and Porsche Cars North America. EPA wants to establish a national standard, and Porsche is interested in an international standard.

Automakers have already developed many components for a standardized emissions diagnostic system, but the entire package does not yet exist.

Eight Northeastern states that intend to adopt California emissions regulations could also adopt the California requirement.

Jobs One and Two from Subaru-Isuzu

Workers at Subaru-Isuzu Automotive in Lafayette, Ind., celebrated last week's production start of the Subaru Legacy and Isuzu pickup.

Saab idles 45, splits region

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Slumping sales prompted Saab-Scania of America to lay off 45 employees last week and announce the creation of a new regional organization.

Layoffs and jobs lost through a previous early retirement program have reduced Saab's U.S. work force by about 15 percent in the last month.

President Robert J. Sinclair said further cuts were necessary after only 38 of 58 eligible employees signed up for the early retirement offer. Saab-Scania of America now employs about 440 people at its Orange, Conn., headquarters and in regional offices.

Saab sold 23,634 cars through August, down about 12 percent from the same period in 1988.

Under the new structure, which is intended to bolster support to dealers, the company's Eastern region has been split. The territory now will be covered by a Mid-Atlantic region — covering metropolitan New York, New Jersey, Pennsylvania and Virginia — and a Northeast region, including upstate New York and New England. Saab's Southern, Central and Western regions were not changed.

Earlier this month, Volvo North America Corp. offered early retirement to approximately 80 employees. About one-tenth of the company's 800 workers qualify. Most work at Volvo Cars of North America in Rockleigh, N.J.

A spokesman said the program will not reduce Volvo's work force.

Soviets buy LadaCanada, seek parts help

By Alex Law
STAFF CORRESPONDENT

Top Soviet auto industry officials were in Canada last week to announce the purchase of LadaCanada Inc. They also discussed joint ventures with North American industry officials to expand Soviet auto making capacity.

Nikolai Pugin, minister of automotive and farm machinery industries, and Yevgeny Lyubinsky, general manager of Avtoexport, said the purchase of LadaCanada was aimed at expanding sales and dealer representation in the country. The plans center around the Samara sedan and Niva utility.

Current management under John Wright will stay in place.

Pugin confirmed meetings with Magna International and General Motors of Canada.

He said the possibility of shipping Canadian-built automatic transmissions to the Soviet Union was discussed at a meeting with Roger B. Smith, GM chairman.

Any Canadian joint venture would be part of Soviet plans to expand car making capacity from the current 1.3 million to 5 million by the year 2000, Pugin said.

SERVICE MANAGEMENT

Ig-Lo Products adopts program to lessen CFC-12 problem

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

CHICAGO — A five-point program to promote responsible and conservative use of automotive air-conditioning chlorofluorocarbon (CFC-12) refrigerant sold in small cans has been announced by Ig-Lo Products of Lexington, Ky., one of the largest refrigerant marketers.

Speaking at the Automotive Parts and Accessories Association's trade show here, Hoyt B. Wilder, Ig-Lo Products president, said the program is being developed in response to emerging market data concerning can use of CFC-12 and the company's concern and commitment to protecting the environment.

Scientists believe CFC-12, like other CFCs, destroys the ozone layer that protects the earth from ultraviolet radiation, which contributes to a global warming trend or the greenhouse effect.

Wilder said Ig-Lo will no longer package automotive refrigerant in 14-ounce cans, but will package the product in 12-ounce cans as of Oct. 1.

Switching to the 12-ounce can, according to Wilder, will reduce the small residue of CFC-12 remaining in the can and the opportunity for waste or misuse and the risk of overfilling the air conditioning system.

The move is also accelerated by legislation being proposed and, in some states already enacted, to ban sales of the refrigerant in 14-ounce cans.

Under the program, which begins Jan. 1, 1991, Ig-Lo no longer will offer refrigerant in inexpensive kits, and will begin marketing components in deluxe diagnostic kits. The kits, which will cost substantially more than those currently sold, will include refrigerant, gauges, dye and other components that will promote proper usage, according to Wilder.

The program also calls for Ig-Lo, in association with Draf Industries, to begin producing and marketing a line of CFC-12 reclamation and recycling units for service centers. The machine, the Ig-Lo/Draf 1400, is undergoing tests by Underwriters Laboratories.

The fourth point in the program, Wilder said, involves the "application for a patent to develop a line of recycling units that use inexpensive accumulator bags, which are targeted toward do-it-yourselfers and small service station users." The bags would permit the users to capture vented CFCs and transport them to a recycling center, Wilder said. A prototype system is in the development stage, he added.

Finally, Ig-Lo will invest $1 million in a program designed to educate do-it-yourselfers and the service sector about the proper methods of using, reclaiming and recycling CFC-12, Wilder said.

"Ultimately, we hope this program will help move the marketplace toward less dependence upon CFC-12 in particular, and toward a gradual and total phaseout of this harmful chemical," he said.

In undertaking the program, Wilder said there is nothing wrong with the 14-ounce can, and cited an EPA report that showed the can is responsible for less than 2 percent of all CFC-12 emissions.

"What we are concerned about," he said, "is not the can, but the contents and how they are handled."

He mentioned venting of used CFCs into the atmosphere by professionals as a reason for Ig-Lo's educational initiative and development of recycling machines.

As part of the Montreal Protocol, an agreement signed by the United States in partnership with nearly 40 other nations, the EPA has ordered a 50 percent reduction in CFC production by 1998. The United States also has formally agreed with 12 European countries to phase out the production of CFCs completely by 2000.

Companies in the chemical industry are developing and testing non-CFC substitutes, as well as low-CFC blends that may be used as transitional coolants, with alternatives expected to become available within a few years.

Automakers also have begun redesigning their vehicles to accommodate larger air conditioners that will be needed to accept the new blends and substitutes when they become available.

UL approves first CFC recyclers

NORTHBROOK, Ill. — Underwriters Laboratories has approved the first equipment that will recycle the ozone-depleting refrigerant chlorofluorocarbon (CFC-12) found in automotive air conditioners.

The first companies to receive Underwriters Laboratories' listings are Murray Corp., Cockeysville, Md.; White Industries, a division of K-Whit Tools, Indianapolis; and Robinair, a division of SPX Corp., Montpelier, Ohio. The Robinair models 17300 and 17350 also will be distributed through three other SPX units — Kent-Moore, OTC and Bear Automotive.

According to Don Grob, manager of Underwriters Laboratories' heating, air conditioning and refrigeration department, the listings represent a milestone in efforts to prevent the release of CFCs into the atmosphere.

Stephen Andersen, chief of the technology and economics branch of EPA's global division, added, "This is a major breakthrough. Finally, there's something that automobile dealerships, service stations and consumers can do to have a direct and dramatic impact on protecting the earth's ozone layer.

"In fact, use of the Underwriters Laboratories listed equipment will provide the greatest single reduction to date of CFC-12 emissions into the atmosphere."

Andersen said almost every vehicle maker in the world has endorsed the use of Underwriters Laboratories' listed recycling equipment, and they are authorizing the use of recycled CFC-12 under new-car warranties.

With the availibilty of these units and the others expected to be listed in the future, analysts predict the industry will be able to contain more than 60 percent of CFC-12 emissions now being released into the atmosphere.

Ford chief visits co-op training school

Donald Petersen, center, chairman of Ford Motor Co., visits Cerritos College in Norwalk, Calif., and hears from Sal Nunez, right, a second-year automotive service student. The cooperative program uses Ford training technology and equipment. The program aims to ease the shortage of trained technicians at area dealerships. At left is Tony Baron, chairman of the college's automotive technology department.

FDA claims dealers lose $19.17 per warranty job

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

Ford Motor Co. dealers are losing $19.17 per repair order on warranty work, according to a survey by the Ford Dealers Alliance.

"Our pilot study supports what any good automotive man knows — warranty is a loser," said Ed Mullane, president of the group.

He said the survey revealed that to comply with laws in the five states that require warranty reimbursement at retail levels, Ford would have to increase labor remuneration 52 percent and reimburse dealers $9.32 per repair order for paperwork.

Mike Parris, a spokesman for Ford parts and service division, defended Ford Motor's policy.

"What we try to do is pay for warranty repairs at levels that are fair, reasonable and competitive," Parris said. "We haven't received any complaints from our dealers."

"We're talking about operating profit and loss," Mullane said. "That's Ford Motor's term for what's left of the gross after selling expenses, fixed expenses and dealer salary are taken out.

"Moreover, this loss on warranty work is not offset by profit on retail paid repair orders — far from it," Mullane said. "The dealer operating profit on retail work is barely $2.95 per repair order.

"The fact that retail paid repairs are only marginally profitable backs up the wisdom of state legislation requiring factories to pay at least that much for warranty work."

The survey was based on 11-month figures from 1988 financial statements from 47 Ford and Lincoln-Mercury dealerships in 14 states.

FORD DEALER PROFITABILITY PER REPAIR ORDER

	Parts	Service	Combined
Warranty work			
Average sale	$63.61	$45.90	$89.51
Cost of sales	42.90	19.99	62.89
Gross profit	10.71	25.91	26.62
Selling expense	4.80	14.63	19.43
Selling profit	5.91	11.28	17.19
Admin. costs	0.99	3.10	4.09
Adjusted selling profit	4.92	8.18	13.10
Share of overhead	6.86	25.41	32.27
PROFIT (LOSS)	(1.94)	(17.23)	(19.17)
Retail work			
Average sale	$49.78	$70.40	$120.18
Cost of sales	31.01	26.82	57.83
Gross profit	18.77	43.58	62.35
Selling expense	7.96	24.40	32.36
Selling profit	10.81	19.18	29.99
Admin. costs	(1.27)	(3.96)	(5.23)
Adjusted selling profit	12.09	23.14	35.22
Share of overhead	6.86	25.41	32.27
PROFIT (LOSS)	5.22	(2.27)	2.95

SOURCE: Ford Dealers Alliance

SERVICE INDEX 103.7*

	July '89 vs. July '88	Jan.-July '89 vs. Jan.-July '88
Gross Profit on All Labor and P&A Sales	+6.9%	+4.3%
Repair Orders Written	−0.4%	−2.1%
Total Labor Sales (Customer & Warranty)	+1.6%	+3.5%
Shop Parts Sales (Customer & Warranty)	+4.6%	+3.1%
Sales of All P&A	+2.7%	+1.6%

* Survey by Automotive News shows that dealers' service and parts business in July 1989 was 103.7 percent of business in July 1988. Service business in the first 7 months of 1989 was 107.5 percent of business in the corresponding period in 1988.

Dealers' service business grows

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

Service and parts business in the shops of new-car dealerships topped year-ago volume in July and for the first seven months of the year, according to the Automotive News Service Index.

July's shop business rose 3.7 percent over that in July 1988, and January-July volume was 2.8 over the comparable period a year ago.

The Service Index is compiled from figures on parts and service business supplied by a cross-section of the nation's dealerships.

All indicators in the index, except repair orders written, were up in July and for the year-to-date. Repair orders in July dipped 0.4 percent from last year's, and year-to-date orders fell 2.1 percent.

Still, gross profit on all labor, parts and accessories sales was up 6.9 percent for July and 4.3 percent for the first seven months, the biggest gains recorded this year.

Total labor sales (customer paid and warranty) were up 1.6 percent in July and 3.5 percent for the year-to-date, while sales of all parts and accessories rose 2.7 percent and 1.6 percent, respectively.

Shop parts sales (customer-paid and warranty) in July were up 4.6 percent over July 1988, and the January-July sales were up 3.1 percent over the year-ago volume.

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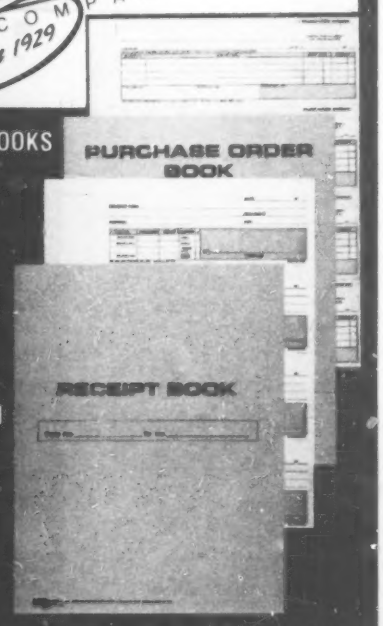

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Strong sales cut stocks; Sept. 1 supply is 56 days

By Philly Martha
AUTOMOTIVE NEWS STAFF REPORTER

Stellar August new-car sales, stimulated by record rebates and growing consumer awareness of 1990-model price hikes, pared Sept. 1 inventories to a lean 56-day supply.

Combined U.S.-built and imported car stocks were reduced by about 186,000 units or 8.40 percent during August. The total was 2,034,674 on Sept. 1. A month earlier, there were 2,221,380 unsold cars, equal to a 65-day supply.

Inventories are in excellent shape, according to Michael Luckey of Luckey Consulting Group in Cresskill, N.J. But he cautioned that the August performance pulled sales from the next quarter, which already has a sharply reduced production schedule by the Big 3.

The Sept. 1 stockpile of U.S.-built and import cars was in line with what most dealers planned.

"We try to keep it around or under 60 days now," said Kevin Mizi, general manager of Ridge Motors Pontiac in Des Plaines, Ill., and president of O'Hare Hyundai.

Another dealer who agreed that stocks must be carefully controlled was Craig A. Kapson, president of Jordan Group (Ford-Lincoln-Mercury-Toyota-Volvo-Mitsubishi) in Mishawaka, Ind. "We're getting inventories down lower," he said. "I'm hoping to send a message to the manufacturers. We won't stock what we used to stock unless they come out with different programs for floorplanning."

Opening September with the lowest days' supply in 1989, U.S. carmakers had 1,449,478 unsold cars, representing a slim 57 days. That was almost 116,000, or 7.40 percent, fewer than the 1,565,308 units on hand Aug. 1 when the supply was a nearly ideal 65 days.

Import-car stocks dropped by about 61,000 units or 9.42 percent in August. Stocks fell to 585,196, compared to 646,072 at the beginning of the month. Days' supply dipped to 55 from 67.

All eight U.S. automakers reported reduced inventories and days' supplies on Sept. 1. Each of the Big 3 had lower inventories of captive and U.S.-built cars.

Ford Motor Co. shaved its domestic and captive car stocks to 457,000 to begin September with a 57-day supply. The Aug. 1 total was 485,000, or 62 days.

General Motors deflated its combined car stocks by 9.87 percent to 771,762, a 66-day supply. The Aug. 1 figures were 856,268 and 73 days.

Combined car stocks for Chrysler Motors dropped 6.77 percent to 244,796, for a 67-day supply. A month earlier, the totals were 262,592 and 83 days.

Among the Japanese makers with transplant operations, Honda reported the slimmest stocks. It trimmed its import and transplant supply 21.96 percent to 49,759 cars, a 21-day supply.

Toyota lowered its combined inventory of unsold cars by only 587 units to 90,496, but strong August sales reduced stocks to a 28-day supply from 41 on Aug. 1.

DOMESTIC DAYS' SUPPLIES

	Sept. 1, 1990	Aug. 1, 1990	Sept. 1, 1989
Alliance	—	—	143
Talon	124	—	—
Premier	65	97	128
Total Eagle	73	97	129
Horizon	22	71	38
Laser	61	51	—
Sundance	35	90	58
Reliant	73	99	54
Acclaim	86	52	—
Caravelle	—	—	91
Gran Fury	—	—	41
Total Plymouth	47	72	50
LeBaron K	—	—	52
LeBaron J	117	88	46
LeBaron GTS	179	190	73
Fifth Avenue	37	72	118
New Yorker C	69	63	84
New Yorker E	—	—	176
Total Chrysler	92	79	68
Omni	20	78	45
Shadow	30	63	62
Daytona	87	69	46
Aries	71	89	53
Lancer	152	175	106
Spirit	102	63	—
Diplomat	—	—	68
Dynasty	63	53	72
Dodge 600	—	—	102
Total Dodge	53	67	57
CHRYSLER MTRS.	58	72	61
Escort	61	62	63
Mustang	61	53	54
Tempo	68	67	52
Taurus	47	48	47
Thunderbird	63	100	80
Probe	74	77	46
Crown Victoria	35	57	58
Total Ford Div.	58	62	57
Lynx/Tracer	73	68	131
Topaz	68	67	53
Sable	48	55	44
Cougar	57	89	51
Grand Marquis	28	47	37
Total Mercury	50	63	57
Continental	65	56	38
Lincoln	43	49	66
Mark VII	64	50	91
Total Lincoln	50	51	62
Total L-M Division	50	60	58
FORD MOTOR CO.	55	62	57
Skyhawk	60	79	75
Somerset/Skylark	79	43	50
Century	74	83	53
Regal	67	97	90
LeSabre	37	54	73
Realta	67	74	186
Electra	67	71	80
Riviera	54	63	59
Total Buick	60	66	66
Cimarron	—	—	76
Allante	84	76	85
Seville	84	98	79
DeVille	60	78	47
Brougham	91	91	56
Eldorado	64	95	72
Total Cadillac	65	83	56
Geo Prizm/Nova	137	119	106
Cavalier	59	69	54
Camaro	60	61	74
Celebrity	45	56	77
Corsica/Beretta	78	56	59
Lumina/Monte Carlo	64	82	70
Caprice	54	61	90
Corvette	47	91	80
Total Chevrolet	71	68	70
Firenza	—	—	101
Calais	69	87	57
Cutlass Ciera	58	90	46
Cutlass Supreme	102	93	111
Olds 88	40	66	68
Olds 98	52	54	53
Toronado	92	158	62
Total Oldsmobile	61	61	66
Fiero	—	—	86
Sunbird	54	64	52
Firebird	53	48	62
Grand Am	68	72	51
Pontiac 6000	71	70	65
Grand Prix	99	102	74
Bonneville H	76	78	93
Paris./Safari	60	64	86
Total Pontiac	71	73	65
GENERAL MTRS.	67	72	67
HONDA	20	25	14
MAZDA	58	45	37
MITSUBISHI	57	24	—
NISSAN	51	72	50
TOYOTA*	25	34	28
DOM. TOTAL	57	65	58
Subcompact	39	47	44
Compact	54	62	47
Intermediate	68	89	64
Standard	47	62	67
Specialty	55	86	92

*Estimate

IMPORT DAYS' SUPPLIES

	Sept. 1, 1990	Aug. 1, 1990	Sept. 1, 1989
Chevrolet	53	90	88
Chrysler Motors	167	184	130
Acura	36	48	52
Daihatsu	75	79	83
Honda	23	29	22
Isuzu	27	83	103
Mazda	37	39	46
Mitsubishi	80	106	84
Nissan	79	88	85
Subaru	77	82	79
Suzuki	125	249	—
Toyota	29	43	17
JAPAN	51	64	52
Audi	110	67	89
BMW	67	78	77
Mercedes-Benz	44	50	44
Mercury	68	37	105
Porsche	80	70	82
VW	106	94	98
GERMANY	80	74	82
Alfa Romeo	135	115	91
Ford	113	88	109
Hyundai	38	60	37
Jaguar	29	49	28
Peugeot	91	98	52
Pontiac	88	66	88
Eagle/Chrysler	290	244	310
Saab	64	66	62
Sterling	69	68	80
Volvo	47	74	47
Yugo	134	106	103
Other Countries	58	71	63
Total Import Cars	55	67	58
Geo Tracker	211	107	—
Isuzu	27	112	94
Mazda	55	62	66
Mitsubishi	56	65	130
Nissan*	24	47	61
Range Rover	51	48	53
Suzuki	94	157	15
Toyota	30	50	34
Dodge	165	169	137
Total Imp. Trucks	42	73	58
Total Imp. Vehicles	52	68	59

*Includes domestic trucks

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Laser and Eclipse win industrial design award

MINNEAPOLIS — The Plymouth Laser and Mitsubishi Eclipse have received the 1989 Industrial Design Excellence Award for Transportation from the Industrial Design Society of America.

The coupes share the same body shape and are built by Diamond-Star Motors, a joint venture of Chrysler Motors and Mitsubishi Motors.

"We felt the Plymouth Laser and Mitsubishi Eclipse make a significant contribution to the reputation of U.S. design," said Jack K. Beduhn, chairman of the judging.

The vehicle's initial design development was done at Chrysler Pacifica, Chrysler's advanced design facility in Carlsbad, Calif. Following concept approval, the design work was handled by Chrysler's advance and international studios.

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Vehicles rated by insurance claims

WASHINGTON — The Highway Loss Data Institute has released its projections of the likelihood of injury and vehicle damage insurance claims for the 200 most popular U.S. cars and vans.

The ratings, listed below, are based on an analysis of insurance claims.

LOSS EXPERIENCE

Results from 1986-88 cars involved in collisions. Injury figures are based on frequency of claims; collision figures are based on value of claims. Numbers are relative: 100 is average, figures below that are better than average.

Vehicle	Injury	Collision
STATION WAGONS & VANS		
Large		
Pontiac Safari Wagon	53	55
Oldsmobile Custom Cruiser	54	78
Plymouth Grand Voyager	56	52
Dodge Grand Caravan	57	51
Mercury Grand Marquis	58	56
Ford Crown Victoria	58	58
Chevrolet Caprice	58	67
Dodge Caravan	62	53
Plymouth Voyager	63	52
Buick Electra	63	73
Chevrolet Astro Van	65	49
GMC Safari Van	68	45
Ford Aerostar	70	61
Midsize		
Toyota Camry	59	62
Volvo 240	60	80
Ford Taurus	67	73
Mercury Sable	67	61
Oldsmobile Cutlass Ciera	70	71
Buick Century	71	66
Pontiac 6000	71	72
Chrysler LeBaron	78	73
Dodge Colt Vista 4wd	82	62
Chevrolet Celebrity	84	72
Plymouth Reliant	92	73
Chevrolet Cavalier	106	82
Plymouth Colt Vista	106	91
Dodge Aries	108	77
Dodge Colt Vista	110	80
Small		
Subaru DL/GL 4wd	80	82
Toyota Van	84	91
Nissan Stanza	89	76
Toyota Tercel 4wd	98	72
Subaru DL/GL	100	79
Nissan Sentra	102	90
FOUR-DOOR MODELS		
Large		
Ford Crown Victoria	63	61
Pontiac Bonneville	63	82
Chevrolet Caprice	64	56
Mercury Grand Marquis	64	60
Buick Electra	67	72
Dodge Diplomat	68	58
Buick LeSabre	68	77
Plymouth Gran Fury	69	71
Oldsmobile 98	71	83
Chrysler New Yorker 5th Ave.	72	66
Oldsmobile Delta 88	79	83
Midsize		
Chrysler New Yorker (C Body)	67	76
Toyota Camry	84	76
Chrysler New Yorker (E Body)	84	79
Mercury Sable	85	87
Ford Taurus	86	84
Chrysler LeBaron GTS	86	86
Oldsmobile Cutlass Ciera	89	79
Honda Accord	90	100
Toyota Cressida	90	107
Plymouth Caravelle	90	88
Buick Century	90	75
Chrysler LeBaron	90	75
Volvo 240	90	96
Dodge 600	93	73
Pontiac 6000	94	84
Chevrolet Celebrity	95	75
Dodge Lancer	95	79
Mazda 626	95	115
Peugeot 505	96	154
Cadillac Cimarron	97	94
Dodge Aries	100	81
Mitsubishi Galant	104	133
Oldsmobile Calais	105	94
Volkswagen Quantum	105	141
Ford Tempo	106	79
Nissan Maxima	106	120
Plymouth Reliant	110	76
Pontiac Sunbird	111	84
Chevrolet Corsica	111	93
Pontiac Grand Am	114	94
Nissan Stanza	115	107
Buick Skyhawk	120	96
Oldsmobile Firenza	122	98
Chevrolet Cavalier	129	95
Small		
Saab 900	77	143
Volkswagen Golf	100	93
Acura Integra	102	127
Honda Civic	111	97
Plymouth Sundance	112	97
Dodge Shadow	112	90
Subaru GL 4wd	114	112
Toyota Corolla	115	100
Chevrolet Nova	119	88
Mazda 323	119	110
Dodge Omni	120	90
Plymouth Horizon	121	83
Volkswagen Fox	121	124
Volkswagen Jetta GL	123	132
Subaru DL/GL	139	113
Dodge Colt	143	128
Plymouth Colt	152	128
Nissan Sentra	153	114
Mitsubishi Tredia	154	156
Chevrolet Sprint	164	169
Isuzu I-Mark	164	115
Chevrolet Spectrum	176	113
Hyundai Excel	188	118

Vehicle	Injury	Collision
TWO-DOOR MODEL		
Large		
Chevrolet Caprice	67	67
Buick LeSabre	92	93
Mid-size		
Oldsmobile Cutlass fwd	79	73
Buick Regal	84	86
Oldsmobile Cutlass rwd	85	84
Pontiac Grand Prix	90	73
Honda Prelude	91	104
Honda Accord	91	110
Merkur XR4TI	92	173
Buick Century	93	82
Oldsmobile Cutlass Ciera	96	86
Chevrolet Monte Carlo	96	109
Ford Thunderbird	96	116
Chevrolet Celebrity	100	83
Plymouth Reliant	102	76
Dodge Aries	104	77
Mercury Cougar	105	102
Chrysler LeBaron	107	114
Oldsmobile Calais	110	101
Buick Somerset/Skylark	119	96
Pontiac Grand Am	120	99
Buick Skyhawk	129	109
Chevrolet Beretta	133	118
Pontiac Sunbird	135	130
Chevrolet Cavalier	136	122
Oldsmobile Firenza	137	96
Small		
Saab 900	83	178
Volkswagen GTI	95	164
Volkswagen Golf	96	130
Honda Civic	97	113
Acura Integra	102	130
Mazda 323	106	100
Mazda MX-6	112	176
Plymouth Conquest	118	289
Plymouth Sundance	121	102
Nissan 200SX	121	153
Volkswagen Fox	122	116
Toyota Celica	123	141
Toyota Corolla FX	124	99
Dodge Shadow	126	118
Subaru hatchback	129	95
Plymouth Colt	129	112
Dodge Colt	130	114
Volkswagen Scirocco	131	306
Toyota Tercel	132	94
Subaru DL/GL	135	129
Dodge Daytona	133	135
Nissan Pulsar	145	134
Ford Festiva	147	118
Nissan Sentra	151	128
Pontiac LeMans	153	140
Hyundai Excel	157	118
Yugo	162	107
Mitsubishi Mirage	162	135
Mitsubishi Cordia	182	206
Chevrolet Spectrum	186	117
Ford Escort	167	137
Chevrolet Sprint	178	125
Isuzu I-Mark	182	131
SPORTS & SPECIALTY MODELS		
Large		
Mercedes SDL/SEL Series	41	160
Jaguar XJ6	54	130
Mercedes 260E/300D/E	55	146
Cadillac Brougham	67	79
Lincoln Town Car	67	86
Cadillac Fleetwood/DeVille 4-dr.	86	87
Cadillac DeVille 2-dr.	85	98
Midsize		
Saab 9000	42	135
BMW 500 Series	55	157
Volvo 740/760 wagon	59	86
Cadillac Seville	61	103
Acura Legend 4-dr.	62	98
Lincoln Mark VII	65	115
Oldsmobile Toronado	68	100
Cadillac Eldorado	71	112
Audi 5000	79	161
Volvo 740/760 4-dr.	80	74
Toyota Supra	84	181
Mercedes 190D/E	87	148
Buick Riviera	89	115
BMW 300 Series 4-dr.	91	157
BMW 300 Series 2-dr.	91	229
Chrysler LeBaron convertible	93	117
Ford Mustang convertible	102	148
Pontiac Firebird	122	190
Ford Mustang	131	153
Chevrolet Camaro	133	154
Small		
Mercedes 560SL	50	128
Porsche 944 coupe	60	251
Chevrolet Corvette convertible	76	174
Chevrolet Corvette	87	85
Mazda RX-7	91	176
Nissan 300ZX 2+2	92	159
Nissan 300ZX	96	179
Volkswagen Cabriolet	111	142
Pontiac Fiero	127	144
Toyota MR2	132	148
Honda Civic CRX	141	157
Ford EXP	155	146

SOURCE: Highway Loss Data Institute

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Metro Milwaukee Auto Auction. Sale every Wednesday. FMC, GMAC, all leasing. 414-835-4436, Caledonia, Wisconsin.

Auction Ads Get RESULTS

GE Capital names McNeely president

GE Capital Auto Financial Services, Barrington, Ill., has named Stephan A. McNeely president of its auto auction division, succeeding Mike Zafirovski, who was promoted to the company's fleet services division last month.

McNeely was previously president and chief operating officer of Tenneco's Automotive Retail Services, where he led the company's retail and franchise operations in the United States and Canada.

"GE Capital's expertise in financial and distribution systems are a natural fit with the auction industry," said McNeely. "It's our plan to improve the economic vigor of the wholesale market."

Zafirovski built the company into 18 auctions nationwide beginning in 1986. It now remarkets more than 15,000 vehicles weekly.

Tenneco Automotive, Lincolnshire, Ill., is a supplier of shock absorbers, exhaust systems and brake products.

Consultant hired

ServNet has hired Donald B. Fowler of Performance Remarketing Specialists as a consultant to develop the sales and marketing activities of the one-year-old independent auto auction network.

He was formerly vice president of national sales for GE Capital Auto Auctions, Barrington, Ill.

"I'm approaching ServNet's sales and marketing efforts with the idea of familiarizing the major remarketing accounts with the strategic advantages of the ServNet auctions," he said.

Performance Remarketing Specialists is also in Barrington.

ServNet was formed in 1988 as a cooperative marketing network of independent auto auctions.

It promotes independent ownership and operation of auctions — as opposed to chain auctions — on a national level.

Ten auctions participate in the organization.

AUCTION BRIEFS

CHARLES THOMAS

GM picks Columbus

General Motors has selected Columbus Fair Auto Auction, Columbus, Ohio, for a regular closed factory sale for its dealers. The auction will offer more than 500 units at each sale.

Wanted: managers

Because qualified auction managers are in short supply, Anglo American Auto Auctions has launched its own training program.

"The auto auction industry has grown dramatically," said Michael Richardson, president of Anglo American. "The surge is expected to continue with total sales increasing to eight million cars in 1989, up from six million in 1988."

He said the industry needs managers with experience in attracting cars from diverse industry segments, providing security, reconditioning vehicles, supervising auctioneers, servicing dealer needs, directing vehicle transport and managing up to 200 employees.

"In-house training is the only way to get the quality managerial talent we need," said Richardson.

Anglo's program consists of recruiting and screening applicants, selecting candidates, training and evaluating their progress and placing them where needed within the national network.

The company's first management class will complete its training in mid-1990. At that time, each trainee will have logged 3,700 hours of training over a two-year period.

They will have worked on-site in every phase of auction operations including vehicle registration, security, reconditioning, sale-day lot management, auctioneering, vehicle transportation, dealer relations, manufacturer and fleet-lease relations, clerical and administrative and overall auction management.

The company says it has spent nearly $1 million to recruit, train and graduate its first class.

Dealers in the fast lane

Brasher's Sacramento Auto Auction, Rio Linda, Calif., has started a dealer express lane that accommodates up to 250 vehicles, running in blocks of eight or more vehicles for each consigning dealer.

"We geared the express lane for dealers who don't have the time to spend all day long at the auction selling cars," said Rex Roden, general manager of the auction.

"A dealer with a number of cars to sell can call the auction in advance to reserve a block of numbers," he added. "That way, he knows when his cars are being sold, and once they have sold, he's free to buy other cars at the auction or get back to his business."

The auction now has seven lanes, including the dealer express.

AUCTION DATES

Chrysler Motors

Sept. 19 — Clanton's Auto Auction, Darlington, S.C.; Southern Auto Auction, East Windsor, Conn.; Golden Gate Auto Auction, Fremont, Calif.; and Dallas Auto Auction, Grand Prairie, Texas.

Sept. 20 — Columbus Fair Auto Auction, Columbus, Ohio; Denver Auto Auction, Aurora, Colo.; and Minneapolis Auto Auction, Plymouth, Minn.

Sept. 21 — Fredericksburg Auto Auction, Fredericksburg, Va.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Salt Lake Auto Auction, Salt Lake City; Amarillo Auto Auction, Amarillo, Texas; Southern States Vehicle Auction of Atlanta, Newman, Ga.; and West Palm Beach Auto Auction, West Palm Beach, Fla.

Sept. 22 — St. Louis Auto Auction, St. Louis, and Tri-State Auto Auction, Cicero, N.Y.

Sept. 26 — American Auto Auction, Walpole, Mass.; Arena Auto Auction, Chicago; Nashville Auto Auction, Nashville, Tenn.; Florida Auto Auction of Orlando, Ocoee, Fla.; Portland Auto Auction, Portland, Ore.; Riverside Auto Auction, Riverside, Calif.; and Greensboro Auto Auction, Greensboro, N.C.

General Motors

Sept. 19 — A.D.E. of Birmingham, Moody, Ala.; Harrisonburg Auto Auction, Harrisonburg, Va.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Sept. 20 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Golden Gate Auto Auction, Fremont, Calif.; and Statesville Auto Auction, Statesville, N.C.

Sept. 21 — Southwest Auto Auction, Chandler, Ariz.; Aptco Auto Auction, Taylor, Mich.; Butler Auto Auction, Gibsonia, Pa.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Sept. 26 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and Fresno Auto Dealers Auction, Fresno, Calif.

Model-year breakdown

Sept. 27 — Atlanta Auto Auction, Atlanta; Puget Auto Auction, Auburn, Wash.; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; and Omaha Auto Auction, Omaha, Neb.

Ford Motor Co.

Sept. 19 — Newburgh Auto Auction, Newburgh, N.Y.

Sept. 20 — Clanton's Auto Auction, Darlington, S.C.; Mississippi Auto Auction, Hattiesburg, Miss.; Southern California Auto Auction, Fontana, Calif.; Omaha Auto Auction, Omaha, Neb.; and Greater Tampa Bay Auto Auction, Tampa, Fla.

Sept. 21 — Texas Hobby Auto Auction, Houston, Texas; Manheim Auto Auction, Manheim, Pa.; Southwest Auto Auction, Chandler, Ariz.; Brasher's Sacramento Auto Auction, Rio Linda, Calif.; and St. Louis Auto Auction, St. Louis.

Toyota

Sept. 20 — Southern California Auto Auction, Fontana, Calif., Denver Auto Auction, Aurora, Colo.

Sept. 21 — Clanton's Auto Auction, Darlington, S.C.

Sept. 28 — Dallas Auto Auction, Grand Prairie, Texas

PRODUCTION

Truck output rises despite Ford cutback

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

Slow sales caused Ford Motor Co. to idle three truck assembly plants last week. Those plants produce about 12,000 units a week on a regular schedule, but output has been lower than that in recent weeks.

A parts shortage was the culprit at another Ford truck plant that is scheduled to shut down today. That will cost the company about 3,000 units this week.

General Motors and Chrysler Motors increased their truck output last week, making up for the units lost in the Ford closings.

Last week's targeted truck build was 73,145, 7.78 percent more than the 67,865 assembled the previous week, but 18.30 percent below the year-ago week's 89,524.

Car production was scheduled at 140,528, 29.91 percent above the previous week's 108,175 but 3.28 percent short of the year-ago week's 145,293.

Estimated car production last week was split as follows: GM, 47.92 percent; Ford Motor, 22.34 percent; Chrysler Motors, 13.24 percent; Honda of America Manufacturing, 4.67 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 3.04 percent; Toyota Motor Manufacturing U.S.A., 2.68 percent; New United Motor Manufacturing Inc., 2.21 percent; Diamond-Star Motors, 2.11 percent; and Nissan Motor Manufacturing Corp. U.S.A., 1.79 percent.

Ford's two truck plants in Louisville, Ky., and its Lorain, Ohio, truck facility were closed last week because of high inventories. They are expected to return today.

The company will idle its Wayne, Mich., truck plant today because of a parts shortage.

Ford's Dearborn, Mich., car plant is expected to resume operations today after being closed for one week because of a shortage of Mustang parts.

Chrysler shut down the Grand Wagoneer line at its Toledo, Ohio, plant last week because of high inventory. It is slated to resume production Sept. 25.

GM confirmed last week that it will idle its Lakewood, Ga., plant in mid-March 1990, because no future product is available for the facility. The plant makes rear-drive B-body cars — Chevrolet Caprice sedans and wagons and full-sized Buick and Oldsmobile wagons. Those models will be moved to the Willow Run, Mich., plant.

Car build jumps 38% in Canada

Auto production in Canada was scheduled at 20,883 last week, 38.79 percent more than the prior week's 15,047 and 0.88 percent more than last year's 20,701.

Truck output was targeted at 20,641 units last week, 22.75 percent above the previous week's 16,815 but 3.18 percent below the year-ago week's 21,320.

Chrysler Motors' Bramalea, Ontario, plant, which was slated to reopen last week, remains idle due to slow sales of Premier.

U.S. CAR	Week Ended Sept. 16, 1989	Week Ended Sept. 17, 1988	Week Ended Sept. 9, 1989	Sept. to Date	Jan. 1 to Sept. 16, 1989	Jan. 1 to Sept. 17, 1988
Horizon	100	1,547	0	100	21,275	57,782
Sundance	1,800	2,108	1,548	3,706	74,0[illegible]	72,455
Reliant	0	2,293	0	0	0	61,676
Acclaim	2,900	0	2,450	5,911	89,753	0
Caravelle	0	0	0	0	0	9,087
Gran Fury	0	181	0	0	0	16,345
Total Plymouth	4,800	6,129	3,998	9,717	185,087	217,345
LeBaron K	0	0	0	0	0	7,912
LeBaron J	2,600	2,031	2,164	5,317	74,630	54,240
LeBaron GTS	0	192	0	0	2,946	6,646
N. Yorker C-Class	800	2,132	648	1,569	62,762	73,999
Fifth Avenue	1,900	956	1,721	3,972	10,426	20,960
Total Chrysler	5,300	5,311	4,533	10,857	150,764	163,777
Omni	100	1,533	0	100	22,329	56,409
Daytona	1,730	2,002	1,436	3,500	59,417	53,470
Shadow	1,800	2,231	1,525	3,721	71,171	71,996
Aries	0	2,089	0	0	0	60,288
Dodge 600	0	0	0	0	0	8,549
Dynasty	1,900	2,800	1,752	3,948	95,887	73,586
Lancer	0	198	0	0	1,528	6,394
Spirit	3,000	0	3,144	6,549	75,070	0
Diplomat	0	398	0	0	0	14,038
Total Dodge	8,500	11,251	7,857	17,818	325,402	344,730
CHRYSLER MOTORS	18,600	22,691	16,388	38,392	661,253	725,852
Escort	8,599	9,030	6,338	16,632	234,867	278,363
Mustang	0	4,370	2,200	2,689	146,750	143,319
Tempo	3,125	3,135	2,475	6,192	106,524	131,529
Taurus	6,978	8,275	2,241	10,234	253,646	280,331
Thunderbird	3,190	0	1,985	5,175	109,274	90,246
Total Ford Div.	21,892	24,810	15,239	40,922	851,061	923,788
Topaz	1,275	1,303	1,045	2,596	49,724	49,908
Cougar	2,327	0	1,979	4,306	94,095	69,686
Sable	2,790	2,804	865	3,963	82,451	95,232
Total Mercury	6,392	4,107	3,889	10,865	226,270	214,826
Continental	931	1,749	544	1,552	45,226	33,603
Mark VII	307	882	174	507	14,587	18,241
Lincoln	1,871	2,650	1,068	3,093	85,576	91,350
Total Lincoln	3,109	5,281	1,786	5,151	145,389	143,194
Total L-M Division	9,501	9,388	5,675	16,016	371,659	358,020
FORD MOTOR CO.	31,393	34,198	20,914	56,938	1,222,720	1,281,808
Skyhawk	0	462	0	0	6,913	12,387
Skylark/Somerset	1,730	1,162	1,366	3,444	42,539	34,501
Century	2,730	4,794	2,266	5,584	92,839	84,897
Riviera	518	471	364	991	13,535	4,872
Electra	2,073	1,250	2,023	4,573	56,396	59,095
LeSabre (fwd)	3,195	2,830	2,417	6,251	107,505	91,465
LeSabre (rwd)	208	202	165	416	4,962	9,881
Reatta	211	156	164	414	4,020	6,638
Total Buick	10,665	11,327	8,765	21,673	328,709	303,736
Cimarron	0	0	0	0	0	3,693
Eldorado	671	502	354	1,110	21,173	25,077
Seville	376	176	235	891	15,556	15,715
Brougham (rwd)	1,635	[illegible]	927	2,697	26,654	23,189
Deville (fwd)	3,845	2,916	3,076	7,711	141,421	103,697
Allante	60	65	15	75	2,152	1,244
Total Cadillac	6,587	4,742	4,607	12,284	206,956	172,615
Cavalier	6,514	7,380	4,470	11,854	254,029	256,207
Camaro	2,288	2,352	1,619	4,226	72,186	62,755
Celebrity	0	3,366	0	0	70,349	129,121
Corsica/Beretta	9,020	9,387	7,182	17,880	272,550	298,644
Caprice	3,110	4,037	2,867	6,787	130,781	148,780
Corvette	420	450	448	971	18,104	15,813
Total Chevrolet	21,352	26,972	16,586	41,719	817,999	911,320
Calais	1,870	3,624	1,488	3,733	64,789	78,466
Firenza	0	0	0	0	0	5,230
Cutlass Ciera	1,148	1,285	1,066	2,462	63,553	17,051
Cutlass Supreme	3,865	0	3,063	7,621	70,289	100,822
Toronado	481	143	286	789	5,803	10,932
88 (fwd)	2,997	2,939	1,837	5,117	95,589	109,250
98 (rwd)	215	143	99	336	5,753	8,514
Olds 96	1,355	1,063	1,084	2,736	51,825	52,146
Total Oldsmobile	11,931	9,197	8,923	22,795	357,581	382,411
Sunbird	2,890	2,561	2,172	5,532	101,716	75,870
Grand Am	4,800	6,213	3,851	9,636	171,451	165,078
Firebird	1,168	1,493	987	2,383	40,164	43,348
Grand Prix	4,025	4,299	2,804	7,566	91,481	93,165
Pontiac 6000	1,610	2,813	1,296	3,242	59,234	58,285
Bonneville	2,327	2,881	1,902	4,732	66,688	80,054
Safari/Parisienne	0	146	0	0	2,691	5,725
Fiero	0	0	0	0	0	13,260
Total Pontiac	16,820	20,405	13,012	33,091	533,425	534,785
GENERAL MOTORS	67,355	72,643	51,893	131,562	2,244,670	2,304,867
DIAMOND-STAR	2,967	0	2,235	5,657	49,556	0
HONDA	6,580	7,818	5,972	13,716	265,634	261,006
Civic	2,774	2,463	2,963	6,459	92,690	75,432
Accord	3,786	5,355	2,909	7,258	172,944	185,574
MAZDA†	4,272	4,624	3,373	8,445	144,253	90,721
NISSAN	2,521	2,900	2,100	5,166	84,126	78,304
NUMMI	3,100	419	2,410	5,739	142,270	111,019
Corolla	1,200	181	939	2,226	57,607	40,531
Geo Prizm/Nova	1,900	238	1,471	3,513	84,663	70,488
TOYOTA	3,760	0	2,990	7,418	96,365	0
VOLKSWAGEN	0	0	0	0	0	35,595
Golf/GTI	0	0	0	0	0	30,042
Jetta	0	0	0	0	0	5,553
Total Cars, U.S.	140,528	145,293	108,175	273,034	4,910,847	4,889,172
Total Cars, Canada	20,883	20,701	15,047	39,301	679,379	760,068
U.S., Canada Cars	161,411	165,994	123,222	312,335	5,590,226	5,649,240
U.S., Canada Cars and Trucks	255,197	276,836	207,902	508,662	9,291,986	9,221,719

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the MX-6 and Ford Probe

CANADIAN CAR	Week Ended Sept. 16, 1989	Week Ended Sept. 17, 1988	Week Ended Sept. 9, 1989	Sept. to Date	Jan. 1 to Sept. 16, 1989	Jan. 1 to Sept. 17, 1988
Premier	0	1,283	0	0	25,966	43,594
CHRYSLER MOTORS	0	1,283	0	0	25,966	43,594
Tempo	3,360	3,073	2,587	6,571	93,770	125,545
Topaz	1,440	1,528	1,112	2,817	39,874	47,282
Crown Victoria	2,254	2,744	1,564	4,156	84,632	90,725
Grand Marquis	2,642	2,852	1,729	4,718	91,057	91,509
FORD MOTOR CO.	9,696	10,197	6,992	18,262	309,333	355,061
Celebrity	301	199	151	464	15,744	15,038
Cutlass Ciera	553	3,324	286	876	97,000	170,247
Lumina	5,013	0	3,712	9,597	103,256	0
Pontiac 6000	0	0	0	0	0	29,675
Regal	2,900	4,336	2,244	5,621	53,460	111,532
GENERAL MOTORS	8,767	7,859	6,393	16,559	269,460	326,492
HONDA	2,000	1,362	1,340	3,673	58,968	30,408
TOYOTA	300	0	243	572	10,086	0
VOLVO	120	0	79	235	5,566	4,513
Total Cars, Canada	20,883	20,701	15,047	39,301	679,379	760,068

U.S. TRUCK☆	Week Ended Sept. 16, 1989	Week Ended Sept. 17, 1988	Week Ended Sept. 9, 1989	Sept. to Date	Jan. 1 to Sept. 16, 1989	Jan. 1 to Sept. 17, 1988
Caravan	2,400	2,309	2,124	4,881	74,660	67,192
Dakota	2,100	2,378	1,680	4,182	69,381	74,624
Caravan C/V	100	309	90	206	5,046	9,552
Ram pickups	2,100	2,376	1,713	4,215	69,540	53,094
Total Dodge	6,700	7,372	5,607	13,484	218,627	204,462
Cherokee	4,800	4,470	3,382	8,967	158,326	128,650
Comanche	500	996	402	995	20,878	32,253
Grand Wagoneer	0	345	260	260	7,774	9,771
Wagoneer	150	217	75	240	5,757	7,482
Total Jeep	5,450	6,028	4,119	10,461	192,735	178,156
Voyager	2,100	2,134	1,860	4,278	69,880	63,509
Town & Country	100	0	102	207	2,654	0
Total C-P Div.	2,200	2,134	1,962	4,515	72,534	63,509
CHRYSLER MOTORS	14,350	15,534	11,688	28,461	483,896	446,127
Aerostar	4,100	4,948	3,150	8,028	161,660	144,599
Bronco	1,179	1,049	971	2,388	54,907	39,240
Bronco II	0	2,852	1,879	2,340	84,282	92,515
Econoline	0	5,469	3,108	3,933	161,019	167,999
Med./Heavy trucks	0	1,236	969	1,242	43,314	47,215
Light trucks	10,556	10,293	8,406	21,021	381,077	347,942
Ranger	2,379	6,924	5,236	8,855	224,589	249,846
Total Ford Div	18,214	32,771	23,739	47,807	1,108,848	1,089,356
FORD MOTOR CO.	18,214	32,771	23,739	47,807	1,108,848	1,089,356
Astro	3,194	3,723	2,492	6,299	117,714	124,835
Blazer	539	509	429	1,077	20,560	16,573
Mediums/Heavies	380	427	268	719	8,467	14,732
P-Model	784	889	538	1,441	22,963	29,266
Pickups	8,117	7,266	6,578	16,266	292,937	248,864
S-10	4,965	6,005	2,889	7,854	187,505	215,795
S-10 Blazer	3,822	4,124	2,745	6,567	137,744	116,984
Sportsvan/Van	1,793	2,424	1,320	3,472	70,438	67,493
Suburban	1,433	1,392	1,167	2,892	57,185	49,767
Total Chevrolet	25,027	26,759	18,426	46,587	911,797	886,309
Jimmy	164	146	134	330	6,100	5,360
Mediums/Heavies	570	655	456	1,141	13,693	27,633
P-Model	96	131	61	165	3,161	3,936
Pickups	2,534	3,517	2,022	5,075	88,156	76,462
S-15	1,164	1,317	1,879	3,043	43,825	48,855
S-15 Jimmy	1,139	1,007	947	2,086	33,805	33,426
Safari	1,106	757	845	2,115	31,096	32,000
Suburban	674	572	523	1,326	22,744	22,054
Vandura/Rally Vans	867	553	511	1,305	20,466	25,168
Total GMC	8,114	8,655	7,378	16,585	292,104	274,894
GENERAL MOTORS	33,141	35,414	25,804	63,172	1,173,901	1,161,203
NAVISTAR	1,650	1,673	1,188	3,121	58,037	61,190
NISSAN	2,340	1,382	1,996	4,854	86,510	68,014
AM GENERAL	450	450	450	990	16,290	16,560
MISCELLANEOUS	3,000	2,300	3,000	6,600	102,600	84,640
Total Trucks, U.S.	73,145	89,524	67,865	155,005	3,030,092	2,927,090

CANADIAN TRUCK	Week Ended Sept. 16, 1989	Week Ended Sept. 17, 1988	Week Ended Sept. 9, 1989	Sept. to Date	Jan. 1 to Sept. 16, 1989	Jan. 1 to Sept. 17, 1988
Caravan	3,366	2,838	2,742	6,664	101,793	100,260
Caravan C/V	204	225	171	409	8,232	9,166
Ram Wagon	860	752	465	1,258	19,122	17,793
Ram Van	1,890	2,143	1,457	3,493	49,545	47,673
Total Dodge	5,920	5,958	4,835	11,824	178,692	174,892
Voyager	2,574	3,034	2,166	5,181	89,017	81,647
Total Plymouth	2,574	3,034	2,166	5,181	89,017	81,647
Wrangler	1,700	1,205	1,484	3,538	58,207	35,471
Total Jeep	1,700	1,205	1,484	3,538	58,207	35,471
CHRYSLER MOTORS	10,194	10,197	8,485	20,543	325,916	300,010
FORD MTR. (lt. trks.)	3,040	3,258	2,544	6,223	112,082	114,328
Light trucks	3,655	3,931	3,038	7,354	113,849	117,392
Vans	1,410	1,525	1,201	2,871	41,896	40,773
Total Chevrolet	5,065	5,456	4,239	10,225	155,745	148,165
Light trucks	1,591	1,586	1,158	3,080	49,851	53,299
Vans	540	545	204	825	19,832	20,883
Total GMC	2,131	2,131	1,362	3,906	69,683	74,816
GENERAL MOTORS	7,196	7,587	5,601	14,130	225,428	222,981
NAVISTAR	211	278	185	446	8,232	8,070
Total Trks., Canada	20,641	21,320	16,815	41,743	671,658	645,389
U.S., Canada Trks.	93,786	110,844	84,680	196,748	3,701,740	3,572,479

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.